BRITISH MARKETS. Thorough Appreciation of the Differences in Point of View and Methods Necessary -Fuility of Attempts to Build Up Foreign Trade by Correspondence Home Offices Must Have Full Faith in Personal Representatives Abroad - Opportunity Is Open.

LONDON, Dec. 21.-It is essential to the success of every attempt to enter into competition in trade in England that the American business man er concern undertaking it should become thorough'y acquainted with the differences in methods and point of view in this country. Some of these differences cannot be discussed to advantage in cold print. They pertain to character to long-established custom, to the national disposition to let well enough alone, to general prajudice against change-to whims and hobbies, if you will, but all of them important instead of triffing, as they at first

I have collected a number of valuable hints from the experiences of many Americans and other foreigners who have undertaken to establish a market for their goods the benefit of the many others who, I hope, the suggestions which I shall mention are to learn how to do business here. They applicable to all undertakings of this nature, have passed through the inevitable sightwhile the exceptions may be numerous enough to prove the rule

To begin with a "Don't:" It is not worth while to try to establish a business in Eng- | rived. land by correspondence. Time and money for samples has been sent in order that they may be examined and perhaps imitated. mote their sale, but this has occurred usually in connection only with a trade at least partially established in this country.

imagine it can test the English market and the English business world. The law says even build up a trade by letter! Venturing | they have a cash value of so much per cent. into foreign trade is a serious business and on all business which they may lead to benot to be undertaken lightly or as a mere | tween the parties. flyer in the market. Marshal Hal-tead, Consul at Birmingham, puts the matter tritely importance of good introductions in Engwhen he says in one of his reports: "Building land. Hence a newcomer is apt to accept up a foreign trade is as much an investment | very gladly a friendly offer to introduce requiring time and money as the addition of a him on an excellent personal footing to business wing to a factory." In almost every case ness houses which he knows he must otherit will be necessary to make liberal allowances for expenses and to expect n : profits the first year.

house doing business in England should have its direct representative in this country is almost without exceptions. Especially is been compelled to pay a stiff commission this true when an English house is acting as its afterward to his accommodating acquaint-A good man is sent to London to introduce an | laws and customs of the country." American article. He works hard and at last -always after a longer interval than the home house thinks necessary-he builds up a Then a big English concern applies for the agency, o ering flattering inducements with regard for its facilities for doing a big English jobbers are always easer to take the agency for a trade already established, but they rarely are willing and ought never to be consulting its own man in London, accepts the English offer. This offer has probably included the retention of the services of the American representative for "as long as under the auspices, if not the control, of the English agents and before long he is made to eel uncomfortable and superfluous. Then the English house writes to his principals that really we do not need Mr. Blank's assistance any longer," and he is recalled. The American house will probably continue to enjoy approximately the amount of trade its representative built up, but it will look in vain for

any g eat increase. The lesson of this is: Have your exclusive English agent if it seems desirable, but retain the right to supplement his efforts to any extent you see fit by means of your own

Just a word about the selection of a pioneer representative to send to this market. He should, of course, be a man in whom his principal has absolute confidence, and, what is just as important, that confidence should not be withdrawn when he begins to do things which may not commend themselves to the judgment of the home house. If he is fit insist, for instance, that some old-style article much prefer to send a superfor and more up-to-date thing for the same money. It cans understand the importance of this point and many of them have not learned it yet. Only the other day, a large consignment of American goods was sent back with this indorsement from the consignees;

"They are without doubt better than I and I am not in the business of educating the public to new things. I sell them what they want."

This Englishman may have libelled his beyond question that the English people terms for the trade which the American are far slower than Americans to appreciate special representative has just succeeded and adopt improvements, and Consul Halstead's explanation is: "An American seeks advantages in a new article and is carelessly thoughtless about the disadvantages, willing to let them develop later, perhaps too optimistically confident he can master the difficulties as they appear whether in turn or in combination. The Englishman's mental directing him to turn over his stock and trade attitude is quite the reverse. His first anxiety and hope is that he may anticipate every and inventing a few, and he is well content that the advantages shall force themsives to the front, if they can."

To return to the pioneer from an American house. The better the man, the more reason he will probably have for discouragement during his first weeks and months in England. His energy will seem to have been expended against a stone wall. After his head has come in contact with it a sufficient number of times he will begin to realize that the new principle in military science-frontal attacks are apt to prove disastrous-has its corollary in the English business world. It is safe to say that he has concealed none of the virtues of the particular goods he has come to introduce. and he may even have ventured to point out how infinitely superior they were to the Engiish article, which sold at a higher price. And ood thing when they see it. It is not until light breaks in upon him. He realizes sud-

approval that is heard on this island.

If he is a wise man he abandons instantly iness. He even tries to find some point of superiority in the English goods he is competing with over his own, and if he can't find the Englishman's frank opinion of the matter. He leaves his victim to discover the chief merits of the American goods for himself, to a right conclusion. But many keen Ameri-

about to embark in foreign trade can send companies, if they are dishonest, and there to Great Britain a man who aiready has had is a scandalous list of proofs that they often xperience in business here, it will be much time and money saved. There are a few should be available and valuable. I refer to the men who came here three or four years ago to represent American bicycle houses. That trade has almost collapsed, not through any fault of theirs, but because the whole market here has gone to smash. It would in Great Britain, and I now record them for | be easier to teach one of these men a new line of business, if it were not too compliwill soon make similar ventures. Most of cated, than to send a green mun to England seeing and homesick periods and they could

begin playing the game of trade according to the English rules the moment they ar-It is hardly within the scope of these articles spent in circularizing any trade or section to give detailed advice to agents of American of the public are absolutely wasted. Every business houses who come to Europe for mail from the United States brings letters | the first time to work up trade. Most things to English houses asking them to purchase they must learn for themselves. It should or act as agents for American goods. I not be necessary to warn them, for instance, have yet to learn of any permanent business against the seemingly prosperous gentleresulting from such applications. There | Lien at the big hotels in London and on the have been cases, to be sure, where a request | Continent who are always "so glad to welcome a fellow countryman." I do not refer to the common sharper who suggests "a There have been instances, also, of English little game," but to the pretentious swell houses accepting the agency for American with a wide range of influential friends in goods in order to suppress instead of pro- the particular line of business in which the newcomer is engaged. Sometimes the game is one thing, sometimes another. The confidence man may merely pump the new arrival I saw this week one of probably hundreds of for information about his plans, which can letters sent out by an American firm seeking | be turned to cash value with rival local coninformation about possible customers for cerns. Usually, however, the swell wants their goods. The concern boasts of an output | to introduce his new friend to "just the people of its manufactured product of a value who will do business with him and give him amounting to \$50,000 a day, and its managers | a good start." Beware of introductions in

Most Americans have heard of the great wise approach with no better recommendation than the intrinsic value of the trade which he offers. Many an American agent It follows that the rule that every American | who has accepted such an introduction without a hint of commission or any other motive except friendliness being involved has general agent. What usually happens is this: | ance, who, of course, "thought he knew the

The most discouraging feature of an American agent's experience in England will probbly be the treatment he will receive at the hands of possible customers. Selling goods here is not easy, especially at the outset. (It should be said just here that There are no notions of hospitality toward salesmen such as are shown by most American merchants. The caller will be kept standing, not sitting, in passageways. It is exemployed to build up a new business) The tremely difficult to get an interview with American house, sometimes without even the head of a concern of any size. Perhaps the caller's card will never even reach the principal, and, at all events, there will be a gantlet of underlings to run, each only too glad to magnify his own importance necessary." This man goes on with his work and if there is any exguse for it to turn the caller away.

How to deal with these difficulties must to the ingenuity of the individual The luncheon difficulty is also most exasperating. It practically cancels the best two hours in the day, for no Englishman will allow this sacred interval to be intruded upon. The result is that no matter what his energy, no American commercial traveller can accomplish in a day in this country more than half what he would do in the same ime at home.

These obstacles are naturally not taken duly into account by the firm in America. and their representatives' reputation suffers. It is soon suspected that his smartness and energy are degenerating under the influence of English example and he is lucky if he is not recalled after a time practically in disgrace.

I have not emphasized with the importance that the matter demands the necessity of full reliance upon the judgment of a reprefor his job he will begin to do such things sentative whom an American manufacturer before he has been here very long. He will has sent abroad to take charge of his interests. Given a good, original selection, a prinbe supplied when the home house would cipal should not presume to veto his agent's udgment in matters of detail. The record of mistakes made in overruling decisions has required many lessons to make Ameri- and disregarding suggestions made by the man on the spot is not flattering to American business acumen. It is all too common, for instance, for an American principal to undertake to investigate his English business as an incident of a summer holiday in London and to make a complete change of policy ordered, but they are not like the sample over the head of his own agent and on the suggestion of an English friend, who perhaps is in the same line of business. This is especially likely to happen in connection with a tempting offer which may be made by an countrymen to some extent, but it is true | English house to act as agents on liberal

in getting well started. A typical case came to my notice the other eagerly and earnestly to discover all the day. An energetic American agent for a large house had succeeded, of course more slowly than seemed necessary to the home establishment, in laying the foundations of a good business. Without any previous notice, he received a letter from his chiefs an English house as exclusive agents. The English concern was engaged in trade single disadvantage, at times imagining in only one of several lines for which the goods were adapted and it was impossible to expect any but this one branch to be developed under its auspices.

A different incident will show the folly of distrusting the local agent in another line of judgment, although in this case the home ouse showed more sense in the outcome. The manager of the English business of the American makers of an important machine of use in most engineering establishments wrote home many months ago that he was withdrawing his canvassers from English bicycle factories and sending them instead to general machine shops. He explained that the best bloycle establishments had all the machines they could use, while the others

were in difficulties, and to sell to them would be merely to create a lot of bad debts. The home house wrote him a sharp rebuke then he has gnashed his teeth in exasperation and gave peremtory orders to continue to at the stupidity of a people who don't know a canvass the bicycle fleid. For him to say that the great bicycle concerns with millions he has encountered a few insults, such as, "I of capital operating under the "good" Comsay, you Yankees do cut it a bit thick," that pany laws of Great Britain were unsound compasses, for classroom use, we buy exwas, the head of the house wrote, simply dealy that nobody has believed a word of his possense. The young agent was spunky, could not possibly be made for here. Engrerfectly true but too enthusiastically expressed assertions. He notices that no Eng- letter that he would resign rather than obey veyors' instruments which, though dearer, shman talks in superlatives, and that to instructions. The answer was a curt de-show enthusiasm of any sort except on a spatch, saying that one of the partners was or American make, and therefore less likely Mafeking night is bad form and begets lack coming by the next steamer. The next day to get out of order." Why should not Amer-

sound. Since that day a majority of the bleycle making concerns in England have and completely his American style of doing failed, whereas the business of the concern represented by the young American agent

in England is larger than ever before. This experience suggests incidentally a any he invents one and points it out to his word of warning against too great confinext possible customer. He isn't quite sure | dence in British limited liability companies that his own article is the better, and he asks | as such. I had almost said they are entitled to no confidence at all. It has come to be true, to be sure, that most of the business of the country is now done by these and as the Britisher isn't a fool after all, his companies, but as a matter of fact their credibservation may be relied upon to earry him tors have less security, as far as the laws are concerned, than those of private firms and can agents have wasted months in this country | individuals. The idea that the Company before they have gained as much knowledge laws of Great Britain are "good" as above It is obvious that if an American house itself. The directors of limited liability are, can easily defraud creditors. They can even issue debentures-mortgage bonds upon the entire assets of the companyprivately and for a period of months, in many cases, can keep the fact secret, and moreover, no one is individually responsible for the company's acts.

> There remain but two or three general chiefly patience and careful attendance to more than compensates for the irksome of any line of goods is essential to success. Another important point is the matter of slow deliveries. This is the bane of the British manufacturing world and has repeatedly been the means by which American contracts have been secured. American agents here themselves suffer from the same evil, inevitable of course, in the great pressure of work in almost every American factory at the present moment. Manufacturers can at least avoid discrimination and injustice in this respect. Some American representatives here say that the home customers are able to secure early deliveries sometimes, if for no other reason than to relieve the manufacturer of their continued personal importunities. The purchaser at the end of the telephone wire is apt to get | at 10 greater attention paid to his demands than sidetracked.

tistics upon the readers of these articles, but it is worth while perhaps to explain the paradox that although British trade is still increasing yet the country is rapidly falling behind commercially. A writer in the London behind commercially. A writer in the London Mail makes it clear in this extract:

"The interest of the manufacturers of the United Kingdom, Germany and the United States is at the moment centred on South Africa. Ten years ago, viz., in 1889, the volume of our export trade there amounted to 213,136,166; to-day it is 215,256,041. On the other hand, the volume of the export trade of the United States with South Africa at 4 was fifteen times less than that of Great Britain; the lapse of ten years has marked an increase of six times the original volume. so that to-day the trade of the United Kingdom only exceeds that of the United States in St. by five times.

tent, in the export trade of Germany to the same colony, ten years having enabled Germany to quadruple her trade, so that to-day the value of her exports to South Arfica compared with those of Great Britain are only "The same thing is true, but to a less exfifteen times less as against sixty-three

imes a decade ago. "In Canada for the ten years ending 1898, Great Britain's export trade lost ground to

many were 38 s, figures which are significant

when it is remembered that the ratio for

the years 1888-1892 was only 1.2 to 1 "Instances of this tendency of the trade of our two great commerical rivals to increase in a greater ratio than that of the United Kingdom could be multiplied; but the above examples will suffice to prove a state of affairs that prevails generally. The dead set that has been made upon the home market has slightest contemplation of less than twenty

years ago. "To take one example, there is hardly a workshop now of any importance in the whole of the United Kingdom which does not use American tools and labor-saving devices. Only recently I went over a large works the proprietors of which have laid down some £20,000 worth of new machinery. Of this comparatively large amount two-thirds is American and the balance British. Many other works that I have visited operate in more or less degree American machine tools, and yet the majority of British firms, owing to the amount of business they have on hand, are schooling their minds to the happy deusion that England is not suffering overmuch from this seriously organized and highly

successful competition." "There is one good market waiting here for American producers," said a representative of a big Birmingham firm trading in architects' drawing and surveying materials, "and that is in tracing cloth. The whole manufacture in England of tracing cloth is in the hands of two firms who have bought up all the smaller concerns in the same line. Now, you know that the making of tracing cloth is a peculiar process. It means specially woven linen and certain machinery which are quite peculiar to this branch of industry. The manufacturers, owing to their unique position, are able to impose their own conditions, and they are of the hardest. Order 100 rolls and you get fifty. If you complain, they tell you-though not in so many words that you ought to feel thankful for what you have got. Their

trade must be splendidly lucrative. "What we want is rolls of 30 36, 40, 43 and 54 inches wide that we can profitably at prices ranging from 11 to 37 shillings per

"Just now I am scouring the country. the same time. I know all the manufacturers of such materials, but it cannot be obtained here. The small sample I have I know came from the States, and if I could get the name and address of the maker, I we have to import from Germany because they are much cheaper there. Boxes of tensively in Germany at prices that they of confidence. He discovers that for an Englishman to say that something is "rather placed before him, the partner cabled home English surveyors want? H. B. C

nd beginning of a century in New York to-day and to-night are as follows: The Aldermen's celebration in City Hall Park, for which the City Hall will be decorated across the entire front with flags, bunting and electric lights. Eight hundred German singers and 1,000 members of the Choral Union will sing. The lights will be extinguished just before the year closes and will be turned on again at the stroke of midnight, when all the singers will send up their choruses There will also be a display of fireworks.

The chimes of old Trinity and of Grace Church and of St. Andrew's Episcopal Church in Harlem will be rung at midnight. night mass will be said. At St. Patrick's of the nev day.

Cathedral Archbishop Corrigan will celebrate the mass. The congregations of St. Bartholomew's points to urge upon newcomers in the for- the Church of the Incarnation and St. Thomas's eign field of American trade. They are Episcopal churches will participate in union services to be held in St. Thomas's Church the exact demands of the market. The beginning at 11:30 o'clock. Bishop Potter stability of English trade, when once won, will preside at the celebration, which will consist of singing and prayers, and there delays in gaining the first foothold Will- will be short talks by the Rev. David H. Greer ingness to make new-perhaps worse-styles of St. Bartholomew's Church and the Rev. William M. Grosvenor. The choirs from all three churches will take part and at midnight the chimes will be rung and the three choirs in chorus will sing the "Halielujah

> The Madison Avenue Methodist Church the Epiphany Baptist Church, the First Reformed Episcopai Church and the Madison Avenue Presbyterian Church will unite in a watch night service in the first-named church the pastors of all four churches addressing At the West End Presbyterian Church,

At the West End Presbyterian Church, the Scotch Presbyterian Church and Grace Methodist Church separate meetings will be held, the pastors of all of these churches speaking at each of them during the meetings. There will be an evening service at 9:30 o'clock at 8t. James's Methodist Church. At Calvary Baptist Church the services will begin at 10 o'clock in the evening and continue in varied form until after midnight. Services will be held at the same hours in the Central Presbyterian Church. the man at the end of a cable. The shipping clerk is told to let that nuisance Blank have his goods and a foreign order is thereby sidetracked. hurch at 10:30 in the evening. Service a the Thirteenth Street Presbyterian churc be done at the Church of the Heavenly Rest, where the services will begin at 11 o'clock and at All Souls' Church (Episcopal) where addresses will precede the communion service. All Saints' Church (Episcopal) will have a procession led by the choir at midnight. Presbyterian clergymen and elders will meet by invitation in the Brick Presbyterian Church at 4 o'clock this afternoon and at 7 o'clock this evening, a celebration of the communion following the evening meeting. A meeting similar to these is to be held in Brooklyn in the Central Church at 4 o'clock.

of the communion following the evening meeting. A meeting similar to these is to be held in Brooklyn in the Central Church at 4 o'clock.

There will be a watch night service of Christian Endeavorers in the Fulton street prayer meeting rooms. The Y. M. C. A. will hold a meeting in the Association Building in East Twenty-third street at 4 o'clock.

Special services were to have been held in St. George's Church, but it has been decided to abandon them on account of the illness of the rector, the Rev. Dr. William S. Rainsford.

### 1900-WELCOME-1901. 20th Century.

Great Britain's export trade lost ground to the extent of £2,000,000; on the other hand, that of Germany and the United States increased, in the latter case to the extent of nearly £8,000,000.

"To take a parallel instance in an example of trade with a foreign country, we find that German trade is steadily gaining ground in Russia at the expense of British trade. The volume has been declining during the past ten years, as will be evidenced by the following figures:

1885-92.

1885-92.

252,765,469
1895-99.

27,467,850

"Russia's imports from Germany last year amounted to £24,528,131, or 38.8 of all Germany's imports. Thus, white Russia's imports from Great Britain were 21.8 per cent. of her total import trade, those from Germany were 38.8, figures which are significant when it is remembered that the ratio for

## THE CHURCH IN THE 19TH CENTURY Sixty Ministers Answer Rev. Dr. Carson's Query as to What Its Best Work Has Been.

"The Conspicuous Religious Movements of the Nineteenth Century," was the subject of the sermon delivered by the Rev. Dr. John F. Carson in the Central Presbyterian Church. produced a result of a wide-reaching charac- Brooklyn, last night. He said he had written ter, which our manufacturers never had the to sixty-five prominent ministers asking them to name what they regarded as the distinguishing feature of the Christian life and work of the century, and had received replies from sixty, some of which he quoted. Bishop Potter's reply was: "The growth of candor as to the defect of the present sysof ecclesiastical life and work, the wide eaver to rise to the demands of the modern al situation upon the part of Christian

"The Christianization of Christian theology ristianization of Caristian theorogy e Rev. Dr. F. W. Gunsaulus of Chr. the new sense of the obligations of to weakness. The remaissance of ed spirit. The progress of missions ent for Christian education. strength to weakness. The remaissance of the revived suirit. The progress of missions. Endowment for Christian education.

The Rev. Dr. Newell Dwight Hills of Plymouth Church wrote: "The great Finney revival. The religious awakenings under Moody. The rise of the broad school party in Great Britain. The messages of Bushnell and Beecher. The rise of the Salvation Army. The Y. M. C. A. and the Christian Endeavor movements. The foreign mission movement.

he Rev. Dr. Theodore L. Cuyler named The Rev. Dr. R. Heber Newton of Man-attan wrote. "I should name among the on-spicuous features of religious life and rork of the nineteenth century, or at least he latter part of the nineteenth century, of to go too far afield, what is known as thristian Socialism and the New Thought avenuent or the movement for spiritual

orge B. Stevens, professor of theology le, wrote: "The ethicizing of theology, nt Yale, wrote: "The ethicizing of theology, great humanitarian movements, missions, elucational and rescue work among the lost and degraded of every sort."

This was the essponse of the Rev. Dr. Minot J. Savage: "The decree of Papal infallibility and the High Church reactionary movement in the Church of England were indicated as of retrogression, or a backwater

cations of retrogression or a back-water

## NEWARK'S CELEBRATION.

A Sudden and Brilliant Illumination to Be Turned On at Midnight. Newarks' celebration of the opening of

the new century will begin at it o'clock tonight with a service in the old First Presbycontinued, "for a particular kind of tracing terian Church which was built 110 years ago paper on which you can trace and draw at upon the site of the First Church established in 1767. The Rev. Dr. Frazer will conduct the ceremony which will be brief. At midnight by Western Union time the old town clock bell which has done service for over a century will strike one tap. Five minutes could do business at once. Ordinary trac- | before the hour aibof the electric lights in ing papers and cartridge drawing papers | the city that can possibly be shut off will be out and at the tap of the first church bell all of these lights and thousands of other lights of these lights and thousands of other lights will be turned on. At the same instant the first gan of the national samue will be fired in Military Park, and Broad street from the park to the City Hall will glow with red fire and brilliant electrical filluminations upon the fronts of the principal buildings. The City Hall will be prefusely buminated, and the Mayor and city efficials will go there from the church to complete the celebration. There will be a band at the City Hall and a reception will be jield there.

This is as much as the city has provided, but in addition to this nearly three thousand

THE ASTRONOMERS' NEW CENTURY. Dr. Lee Says It Will Be Five Hours Old When We Celebrate It.

WASHINGTON, Dec. 36 -- Dr. Lee of the United States Naval Observatory said today regarding the beginning of the twentieth | the resources of the country will be developed

century end of the nineteenth century, and the next | quired an option upon the principal Nicainstant constitute the beginning of the twentieth century, it may be worth while to new lines to be built if the Canal bill passes.

point out that, as astronomers count time, the new century begins at midnight mean In all the Roman Catholic churches mid- | time of Greenwich, which makes the beginning "For the earth as a whole, therefore, about

five hours of the new century will have pass ed of the people fovor it because they expec when it begins at Washington, which is five | that it will bring a va-t amount of gold into hours of longitude west of Greenwich. At the country and will provide positions as the moment when the new century begins, guards and overseers for themselves. It is Greenwich midnight, the sun will be over the South Pacific Ocean, and the circle of midnight will sweep around the earth westward, reaching Washinston in five hours and nine minutes, and go on round the globe, so that in twe nty-four hours after it left Greenwich every part of the earth will have been swept over, and the nineteenth century will have ceased throughout the earth.

"It is interesting to note that on the first day of the nineteenth century, Jan. 1, 1801, the first of the asteroids, Ceres, was discovered by the famous Italian astronomer, Plazzi, at Palermo, Sicily. Nearly 500 such small planets have since been discovered." Greenwich midnight, the sun will be over

## LIGHTSHIP 66 IS BACK.

Hard Work to Keep a Light on Nantucket South

New BEDFORD, Mass., Dec. 30 .- That most lonely light station on the Atlantic coast, Nantucket South Shoals, forty miles from Nantucket Island, is once more marked by Lightship 66 showing two electric lights. For a month the Second district officials have been hard pressed keeping a vessel on the station, for after 66 had withdrawn for repairs a storm drove her substitute, No. 58, from her moorings, while No. 9, sent out to replace No. 58, sprang a leak. Fortunately, the regular boat, No. 66, was repaired in time to take her post, although it took nearly a

the regular boat, No. 66, was repaired in time to take her post, although it took nearly a week to make that last change.

No. 58 had not been on the station two weeks before a terrific northeaster bore the little erait from her anchor cables. Her machinery gave out, and she finally brought up between the capes of Delaware and was towed to Philadelphia. Meantine, old No. 9, one of the first lightshaps built, was round tied up at Woods Hole. She is small and almost obsolete, scarcely adequate for Cross Rip, so that it seemed almost foolbardy to send her to the shoals.

seemed almost foolbardy to send her to the shoals.

But the station crew, hardy mariners and many of them old whalcmen, were willing to try her so out she went in tow of the tender Azaica. The crew soon found that her sojourn at woods Hole had otened the seams into topsides and she began to leak. Word of this was received by the department and the officials started out last Sunday to relieve the old lightship. After some hours of hard work No. 60 managed to pick up the big cables droped by No. 6 and once more settled down to a battle with the long green sens and the twisting currents, while No. 6 went back with the tender.

### TOLD HIM HIS CHILD WAS DEAD. Case of Alleged Deception of a Father by His Wife and Mother-in-Law.

CHICAGO, Dec. 30 - Behind the arrest last night of Charles Washaw on a charge of threatening to kill his wife, is a complicated story of domestic strife, involving the secreting of a child whose mother was told it was dead, of warrants and counter warrants and the ultimate discovery of the child in an orthon asylum and its removal by its father than a sylum and its removal by its father Mashaw surrendered himself and was resead on bonds lie said he went to New it with his wife two years ago, returning entl. His wife and baby were left in w York, but within ten days, he said, he t \$23 to pay their passage to Chicago, heard nothing from them, but after a clearned they were living with his motheraw, Mrs. Agnes Fox. When a few days or he went to see his child he says it had no taken away. Then Washaw appealed been taken away. Then Washaw appealed to the police. Mrs. Washaw said the child was dead, but her mother told the police it was at St. Vincent's Orphan Asylum. She had told her daughter, she said, that the childhad died.

Meanwhile Washaw had secured a warrant for his wife. he called at her house and out of the quarrel that followed came the counter warrant for the husband. Washaw has secured his child, but will not tell where it is

### MAN AND WOMAN ASPHYXIATED. Found Dead With the Gas Turned On in an East Side Hotel.

John J. Cullen, a job printer of 324 Eas Eighty-third street, and a woman upposed to have been Minnie C. Gorman, were found dead together yesterday morning in a room in Hughes Hotel at 202 East Eighty-sixth treet. Cullen and the woman went to the hetel about midnight on Saturday and registered as "William Meiss and wife, city." Shortly after \$30 o'clock yesterday morning the chumbermaid smelled gas and the door of their room was forced open. The man and woman were found dead with gas escaping from an open jet. The bodies were taken to the Harlem mergue, where Cullen was identified from papers found upon him. He lived in fair circumstances with his wife and four children in a flat in East Eighty-third street. Mrs. Cullen said last night that her husband had spent most of his leisure time at home and that she had never suspected him of being intimate with other women. The only clue to the woman's identity was a ticket of the Bryant Fark Employment Bureau bearing the name of Minnie C. Gorman. She was a good-looking woman, about 30 years old. hotel about midnight on Saturday and reg-

## ROUGH HOUSE IN A BILLIARD ROOM Balls Hurled Through Windows and Attendants

Assaulted With Cues. Three young men, who said they were William Katzenborg of 782 Amsterdam avenue, Schuyler C. Bishop of 740 East Fourth street (that would be in the middle of the river) and George Martin of 153 West Ninetyeight street, went into David Cantor's billard and pool parlors at Ninety-eighth street and Amsterdam avenue on Saturday night, took the pool balls off the tables and threw took the boot balls oil the tables and threw them through the windows and then went at one of the attendants with the cues. Po-liceman Merz arrested them and arraigned them yesterday in the West Side court. Mr. Cantor told Magistrate Pool that the pris-oners had been forbidden to use his tables and had tried to wreak vengence on him, The Magistrate fined each of them \$5.

### Union League Nominations The Nominating Committee of the Union

League Club has posted its ticket of officers to be voted for at the annual meeting of the chb on the second Thursday in January. On the list are,
President, Frederick D. Tappen, VicePresident, Charies L. Tiffany, William E.
Dodge, John Sterling and George R. Sheldon,
Secretary, George S. Terry, Treasurer, Willam G. White.

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OBSERVANCES FOR THE DAY.

HOW NEW YORK WILL MARK THE ADVENT OF THE NEW CENTURY.

The Aldermen's Celebration in City Hall Park
at Midnight—Chorus of Nearly 2,000 Singers—Services With Which the Churches
Will Observe the Momentous Event.

Some of the observances to mark the end
and beginning of a century in New York. England, who is stopping at the Holland House, has just returned from Central America

where he has been inspecting some mining claims held by British capitalists. He says that European investors are looking toward Central America as a possible field for the employment of capital and he predicts that rapidly after the canal is in operation. An "While midnight on Monday will be the English syndicate is reported to have acraguan railway lines with concessions for In regard to the position of the people Nicaragua toward the canal scheme, Mr. Cameron said:

"The attitude of all classes is decidedly in favor of having the canal built. The mass generally expected that the Nicaraguan and Costa Rican authorities, in the final negotiations for the canal, will stipulate that such places shall be filled from their own citizens.

"There is one point which does not seem to be appreciated by most of the Americans with whom I have talked in the course of the trip overland from San Francisco, They assume that the Central American republics will give the United States carte blanche to build and manage the canal according to her own plans and without recompense. In

will give the United States carte blanche to build and manage the canal according to her own plans and without recompense. In fact from all I have heard and read in your American newspapers it seems to be the general impression that all arrangements with Nicaragua and Costa Rica providing for the construction of the canal had been completed. As I understand the matter, however, the final negotiations have not yet been entered upon. When they are understaken I think that it will appear that the sentiment of the Nicaraguans in regard to the terms of constructing the canal is somewhat different from what it is believed to be by the people of your city.

"For several months I made my head-quarters in Managua, and in the course of my business I became acquainted with several prominent citizens and Government officials. At that time it was reported that the United States would insist upon the right to fortify the canal and to secure explusive privileges for United States vessels. To this they were all greatly opposed and decared that Nicaragua could not consent to the building of the canal unless it was to be open on equal terms to the shipping of the world. Some fear was expressed as to the ultimate intentions of the United States on account of the expansionist tendencies which she now displays, and it was generally maintained that the conditions for the management of the canal ought to be very clearly defined so that this country should not be able to extend her control over the canal to the point of territorial control which might result later on in the absorption of Nicaragua into the possession of the United States.

"So far as I could learn it is the intention of the governments of Nicaragua and Costa hica to demand an important share in the control of the canal under a tri-partite agreement. I was informed by an official of the Nicaraguan Government that the people of Nicaraguan and control of the canal or a large money indemnity.

"If the Government should undertake to dispose of the concession without such c

of taking such action, as he explained d be taken advantage of by the opposi

party has a substantial majority, but the very fact of taking such action as he explained, would be taken advantage of by the opposition to stir up a revolution, as the party of the outs stood ready to use any pretence to sieze the Government before the actual beginning of canal work, in the expectation that during its construction those in authority would have opportunities to enrich themselves.

"As to the interest in the canal on the part of the people of Nicaragua it could not be greater than its. It is the one great topic of discussion. One hears it everywhere, on the streets, in the trains and boats, and especially in the cafes. It seems to be the attitude of the man in the street in Managua in one way or another and he is kept busy planning how to do it. There is all kinds of talk of concessions, privileges, and so forth and all kinds of more or less intangible enterprises are being set afloat. As an example of the prevailing attitude I was informed that certain officials of Costa Rica had bought up the lands on their side of the river, which will be flooded by the construction of the great dam across the San Juan and will demand a large indemnity for the flooding of their property."

Be over in March, and that thereafter the country will become the biggest market in the world for American goods. He says the general belief in South Africa is that Kitchener is a much better man to end the war than Roberts, who is regarded as far too lenient with the Boers. Mr. Birch admires the talent of the Boer farmer Generals, particularly those in the artillery branch of the service.

JACOBS OWNS DOSORIS POND.

The Court of Appeals Sustains the Decision of the Court of Appeals recently rendered adecision sustaining the decision of the Appeals recently rendered admired and across the San Juan and will demand a large indemnity for the flooding of their property."

### SIGNED PAPERS WHILE DRUGGED. Mrs. Jacoby Was Made to Drink a Peculiar Liquid and Write Her Name.

Dallas, Tex., Dec. 30.-Sheriff Johnson said to-night The Dallas County Grand Jury will meet

o-morrow to investigate among other things to-morrow to investigate among other things the mysterious visit at midnight of two masked men to Mrs. Louis Jacoby in her Oak Cliff home, compelling her to drink of drugged liquid and to sign documents the contents of which she is ignorant of. I shall have a number of witnesses before the Grand Jury and expect to be able to develop evidence sufficient to procure indictments. If bills are returned I shall not be long in making arrests. I have not abandoned investigation of this unusual matter, but feel sure of ultimately clearing it up.

# BUFFALO'S CENTENNIAL

To Be Celebrated With the Going Out of the Century.

BUFFALO, Dec. 30 -Mayor Diehl to-night ssued the following notice: Buffalo was founded one hundred years ago. The event will be celebrated elaborately and enthusiastically by our citizens through-out the last night of the century, especially in view of the coming Pan-American Ex-position to be held here in commemoration of the marvellous developments of the nine-teenth century in the Western Hemisphere, Buflalo would record in her annals with great pleasure the felicitations of her sister cities on her centannial jubilee.

"CONEAD DIEMI, Mayor." "CONBAD DIEHL, Mayor."

# The high pressure which passed from the North-

west into the Southern States made it quite cool vesterday over Alabama, Georgia, the Carolinas and Florida and caused unsettled conditions and some rain along the east Gulf coast, where the winds were blowing brisk from the north. This same high pressure caused slightly warmer and fair weather in the middle Atlantic and New England States. The storm that had been north of the Dakotas moved eastward to the upper Lake regions and was causing cloudy weather and light snow with winds of thirty to thirtysix miles an hour in the upper Mississippi Valley and the districts around the Lakes, where it was generally warmer. It was growing colder in the Da-kotas and Montana, where the temperature ranged from 2 to 6 degrees below zero. The cold weather was moving eastward behind the storm area.

In this city the day was generally fair; wind, south-west; average velocity, six miles an hour; average humidity, 65 per cent.; barometer, corrected to read to sea level, at 8 A. M., 30.08; 3 P. M., 29.97. The temperature as recorded by the official thermometer, and also by THE SUN's thermometer at the street level, is shown in the annexed table:

-Official Sun's -Official Sun's, 1900, 1899, 1900, 1899, 1900, 1899, 1900, 1899, 1900, 1899, 1900, 12 M. 34° 112° 36° 9 P. M. 37° 12° 37° 3 P. M. 37° 14° 40° | 12 Mid. 38° 12° 37°

WASHINGTON FORECAST FOR TO-DAY AND TO-MORROW. For eastern New York, rain or snow to-day: to-

morrow, colder, fair in south and probably enou in north portion; fresh west winds.

For the District of Columbia, Delaware, Maryland eastern Pennsylvania, New Jersey, rain or snow to-day; to-morrow, colder and fair; variable winds becoming northwest to night.

For New England, rain or snow to-day: to-morrow. colder and generally fair, except probably snow in extreme north portions; fresh west winds. For western New York, snow and colder to day; cold wave to-night; to-morrow, fair and cold, except snow flurries near the Lakes.



We anticipate the coming of new things.

They're here before they "arrive "-the new things in clothing, shoes, hats and furnishings, whether for man or boy.

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258 Broadway, cor. Warren, and 7 and 9 Warren St. 559 Broadway, cor. Prince, 1266 Broadway, cor. 52d, and 54 West 33d St.

# FORSYTHE'S WAISTS

January Sale Commences Wednesday morning.

5,000WashWaists Genuine Scotch Madras 1,000 patterns

## at \$2.00.

Not one of which has ever been offered for less than \$3.50 and \$4.00. This sale, for the convenience of our customers, will be held on the main

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THE WAIST HOUSE. 865 BROADWAY,

Between 17th and 18th Sts.



Also in four smaller sizes. OUR MARKET IN SOUTH AFRICA.

Big Business for America There Predicted, When the War Is Over. James H. Birch, a manufacturer, of Burlington, Vt., with an office at 72 Trinity place this city, arrived yesterday from London aboard the Atlantic Transport liner Minneapolis with a story of his impressions of South Africa. He spent nine months in the wartorn region, travelling about eighteen hundred miles. He predicts that the war will be over in March, and that thereafter the country will become the biggest market

a question of law only was involved the case

was tried without a jury. Dosoris pond is a body of tide water that was leased about five years ago by Leonard was leased about five years ago by Leonard Jacob to the Dosoris Pond Company, and the corporation at once took steps to prevent any resident of the town of Oyster Bay from fishing or taking oysters or claims in the pond. This section was not respected by the residents and the result was an application by the company to Justice Smith to prevent Edward J. Campbell and eleven others from fishing or shell fishing in the pond. The case was recognized as one that would sattle the question of ownership of the pond. The defendants contended that it belonged to the town of Oyster Bay, while the company held that it was the property of Mr. Jacobs, Justice Smith sustained the latter view and the Court of Appeals now affurms that he was right.

right.

The dispute over the ownership of the pond was very lively prior to the beginning of the legal action which was in 1896, and several times tareatening situations resulted from the efforts of the company to assume exclusive control of the pond. It is not expected that there will be any further litigation.

MUSTN'T WASTE THE BEER. "Blind Tiger" Seizures in South Carolina Not

to Be Dumped in the Street Hereafter, CHARLESTON, S. C., Dec. 30 - In this city where the Dispensary law has always been unpopular, nearly all of the beer consumed is bought from "blind tigers." One day last week constables seized 1,400 bottles of Christmas beer, and, according to the provisions of the law, this was emitted into the sewers. The lot was worth \$200. Liquor seized is shipped to Columbia, but the rule was to destroy the beer. To-day Gov. McSweeney ordered the police to hold all beer hereafter and deliver it to local dispensaries, where the state will receive the money for it. The extravagant waste, he said, would have to end, regardless of the dispensary provisions. popular, nearly all of the beer consumed is

While trying to avoid an automobile going the other way the driver of an automobile hansom ran his machine against a pile of building bricks at Riverside Drive and 116th street yesterday afternoon and there was a smash-up. Henry W. Kaufmann of 218 West Twenty-second street and Edward Schmidt of 226 West Forty-fifth street were dumped out of the hansom onto the bricks. They were not seriously hurt

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